

ADMINISTRATIVE - INTERNAL USE ONLY

IHSA-82-039

16 September 1982

MEMORANDUM FOR:

[redacted]
Chief, ADP & EB/PD/OL

FROM:

[redacted]
Information Handling Systems Architect

SUBJECT:

- Procurement of Yankee Group Advisory
Services

1. A major, continuing need of this office is for in-depth technical data concerning information handling systems to support the strategic planning and Agency architecture development processes. We need to know the projected performance of products in such sectors as central processors, terminals, computer networks, communications networks, and DBMS. We need to know the performance as it is likely to be over the next five years based on the abilities and programs of individual corporations.

2. While the members of this office keep up technically, there is simply not the resources to develop the in-depth data required. For this, the services of a firm dedicated to the purpose are needed. After researching the available services, it has been found that there is only one firm which offers the thorough and knowledgeable research and makes the sound projections of capabilities that are needed. This is the Yankee Group, a Boston-based firm specializing in providing "Communications Information Systems Planning Service". The firm has produced recent reports and has planned reports over the next year that should provide data of great value to our efforts in strategic planning. There are other firms which provide excellent descriptions and comparative evaluations of existing products, and we subscribe to their services. But none are focused on data for planning and this is the data most needed by this office.

3. Procurement of the Yankee Group service for a period of one year is requested. The cost is \$11,500.00, and includes a question answering service in addition to the monthly and special reports.

/s/

[redacted]

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